

In recent years, we have shifted our focus in terminals and container leasing, from an historic emphasis on building ‘asset values’ to building ‘enterprise values’. Starting from 2007, we have focused on building ‘strategic value’ through a re-design of our business models. In the terminal division, we now focus on increasing our equity stake in future projects, which will enhance our ability to improve operating cash flow.

In the container leasing business, we used to serve our clients through leasing our owned boxes. However this consumed significant financial resources and constrained our pace of growth. We have therefore transformed our operations into an asset light business model, where our ‘sale and managed back’ strategy allows management to grow the business while focusing on strengthening its core competence – providing excellent service to our customers.

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